

Message Text

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FM SECSTATE WASHDC
TO AMEMBASSY LONDON PRIORITY
AMEMBASSY KUWAIT PRIORITY

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E.O. 11652: N/A

TAGS: EFIN, EINV, EAID, KU

SUBJECT: DYER'S TRIP TO EUROPE AND MIDDLE EAST

REF: KUWAIT 552 DATED FEB 4, 1975

1. LIONEL DYER TRAVELING TO LONDON, ETA JULY 26, EN ROUTE TO KUWAIT AND SAUDI ARABIA TO NEGOTIATE DOLS 10 MILLION - DOLS 20 MILLION ARAB INVESTMENT IN DYER'S INTERNATIONAL TRADE AND INVESTMENT CORP. (ITIC) AND USG DISC/MESBIC JOINT VENTURE THAT PROPOSES TO INVEST DOLS 10 MILLION IN FINANCING US CAPITAL EQUIPMENT EXPORTS TO EGYPT AND SUB-SAHARAN AFRICA.
 2. FOR LONDON: DYER MEETING WITH GULF DEVELOPMENT CORP TO NEGOTIATE DOLS 10 MILLION FOR FINANCING US EXPORTS RELATED TO US FOREIGN AID FOR AFRICA. DYER WILL BRIEF EMBASSY. PLEASE BRIEF DYER ON ANY EMBASSY CONTACT WITH GULF DEVEL CORP.
 3. FOR KUWAIT: SMALL BUSINESS ADMINISTRATION PREPARED TO MATCH DOLS 10 MILLION WITH DYER AND KUWAITIS OR DYER AND ANY OTHER INVESTORS TO CREATE A DOLS 20 MILLION DISC/MESBIC
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(REFTEL). DYER ARRIVING KUWAIT JULY 29 TO SEEK AND

NEGOTIATE DOLS 10 MILLION INVESTMENT WITH JAMIL HABBAS

UNITED TRADING GROUP. PLEASE DETERMINE LOCATION OF JAMIL HABBAS AND NOTIFY ARP, OR FOR DYER C/O U.S. COMMERCIAL ATTACHE OR KINSOLVING, LONDON, DEPENDING ON DYER'S SCHEDULE ABOVE. PLEASE ALSO NOTIFY JAMIL HABBAS OF DYER'S MISSION AND ARRIVAL IN KUWAIT.

4. PLEASE RENDER DYER ALL NECESSARY ASSISTANCE IN SCHEDULING MEETINGS AND CONTACTING GOK AUTHORITIES AND PERSONS IN THE COMMERCIAL AND FINANCIAL COMMUNITIES. DYER HAS FULL SUPPORT OF THE SMALL BUSINESS ADMINISTRATION FOR HIS DISC/MESBIC, AND HE IS A CONTRACT EMPLOYEE OF THE U.S. COMMERCE DEPT'S OFFICE OF MINORITY BUSINESS ENTERPRISE. UNDER THE COMMERCE DEPT CONTRACT, DYER IS AUTHORIZED TO CONTACT AND NEGOTIATE WITH FINANCIAL HOUSES AND BANKS TO GENERATE EQUITY CAPITAL, LOANS AND FINANCING GUARANTEES FOR SMALL BUSINESS AND MINORITY BUSINESS ENTERPRISE TO ASSIST THEIR PARTICIPATION IN SUPPLYING GOODS AND SERVICES TO EGYPT AND AFRICA UNDER THE FY 76 AND 77 FOREIGN AID BILL.

ROBINSON

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